

Position Title: Business Development Manager
Position reports to: Line Manager
Direct Reports: N/A
Office Location: Adapt IT Johannesburg Campus

PURPOSE OF THE POSITION

Adapt IT is seeking a Business Development candidate to drive and manage new sales and business development within the Energy and SAP Support area. The focus is on Large and Mid-tier Enterprises, across a multitude of sectors including Energy, CPG, FMCG, Manufacturing and Public Service sectors, expanding into other sectors as part of the growth strategy of the business. The candidate will be responsible for sales and business development for the unit, including demand generation and sales support activities.

PRIMARY RESPONSIBILITIES FOR THE ROLE

- Drive growth for Application and Technical Support within the Large and Mid-Tier Enterprise accounts in the target sectors.
- Achieve sales and gross profit targets as determined by the business lead and aligned to the growth objectives of the support business.
- Coordination and management of pre-sales activities.
- Support the units Pan Africa expansion through market and business development plan.
- Create and maintain effective Sales Enablement.
- Create and maintain effective Demand Generation and Customer Engagement.
- Create and maintain a sales pipeline at adequate cover ratios for IYR and TCV.
- Support and Influence the alignment of the offering to the market demand.
- Foster and strengthen relationships with prospects and clients.
- Manage CRM and Finance solution with relevant sales and pipeline information.

MINIMUM QUALIFICATION AND EXPERIENCE REQUIREMENTS

- Minimum 5 years Sales and BD experience in AMS and software support environments.
- Experience in direct and indirect sales.
- Extensive experience of full cycle SAP implementations.
- Good understanding of the AMS business and Support.
- Experience in SAP and ERP application support.
- Experience of consulting / sales in a variety of different industry sectors. Experience within Supply Chain within Energy, CPG, FMCG, Manufacturing (advantageous).

Other Skills & Experience / Prerequisites:

- Degree from accredited institution or relevant experience
- Senior Management level engagement capability



- Excellent communication skills
- Ability to connect, foster and strengthen relationships.
- Ability to handle and manage multiple streams of opportunity.
- Experience of managing teams or sales resources is useful.
- Strong Sales focus and orientation.

Contact Person: [Mandy Barret](#)

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